

## Message Text

UNCLASSIFIED

PAGE 01 QUITO 03101 122331Z  
ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
-----140319Z 078891 /70

R 121929Z MAY 77  
FM AMEMBASSY QUITO  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 4279  
AMCONSUL GUAYAQUIL

UNCLAS QUITO 3101

E.O. 11652: N/A  
TAGS: BEXP, EC  
SUBJECT: CITY OF SAINT LOUIS BUILDING AND CONSTRUCTION EQUIPMENT  
IOGA, NOVEMBER 1977

REF: USDOC 06381

1. WE BELIEVE IT WOULD BE AN OPPORTUNE TIME FOR SUBJECT MISSION TO VISIT ECUADOR. IN FACT WE RECOMMEND THAT MISSION MAKE TWO-DAY STOPS IN BOTH QUITO AND GUAYAQUIL. CONSTRUCTION ACTIVITY, ALTHOUGH LIMITED BY A CONTINUING SHORTAGE OF CEMENT, IS PROCEEDING AT A HEALTHY PACE. CONSTRUCTION METHODS ARE INCREASINGLY SOPHISTICATED, CREATING A DEMAND FOR A WIDER VARIETY OF EQUIPMENT, ESPECIALLY IN THE FINISHING AREA, FOR WHICH THERE ARE NO LOCALLY-PRODUCED SUBSTITUTES.

2. WE HAVE DISCUSSED THE MISSION WITH SR. NELSON MURGUEYTIO, PRESIDENT OF THE QUITO CHAMBER OF CONSTRUCTION, AND HE OFFERED HELP IN PUBLICIZING THE EVENT AND IN ARRANGING APPOINTMENTS FOR MISSION MEMBERS. IN ADDITION, MURGUEYTIO HAS PROVIDED US WITH A LIST OF THE TYPES OF EQUIPMENT FOR WHICH HE BELIEVES THERE IS A GOOD LOCAL MARKET. THE LIST INCLUDES THE FOLLOWING: CONCRETE MIXERS AND VIBRATORS, HOITS, HAND COMPACTORS, IRON CUTTERS (ONE INCH), PIPE BENDERS, MISCELLANEOUS VIBRATORS, PULLEY SCAFFOLDING AND ASSEMBLIES,  
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STATIONARY METAL SCAFFOLDING AND PLANKING, CONCRETE SPRAYERS AND SURVEYING EQUIPMENT.

3. REGARDING CONTRACTOR, ARCHITECTURAL AND ENGINEERING SERVICES, THE MARKET HERE IS NOT PARTICULARLY GOOD NOW. BUT THE CONSTRUCTION CHAMBER EXPECTS A NEW LAW TO BE PASSED WITHIN THE NEXT FEW MONTHS THAT WOULD ENCOURAGE

LOCAL FIRMS TO TAKE ON FOREIGN JOINT-VENTURE PARTNERS IN  
A POSITION TO PROVIDE SPECIALIZED EXPERTISE NOT  
AVAILABLE LOCALLY.

4. AS FOR DATES, WE WOULD SUGGEST THE WEEK OF NOVEMBER

6. IF THIS IS ACCEPTABLE, WE WOULD RECOMMEND THAT THE  
MISSION ARRIVE IN QUITO ON THE 5TH OR THE MORNING OF THE  
6TH IN ORDER TO ALLOW AT LEAST 24 HOURS FOR ACCLIMATION TO  
THE ALTITUDE. THE MISSION COULD THEN TRAVEL TO GUAYAQUIL  
ON THE 9TH FOR TWO DAYS OF INTERVIEWS BEGINNING THE MORNING  
OF THE 10TH.  
BLOOMFIELD

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NNN

## Message Attributes

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**Review Markings:**  
Margaret P. Grafeld  
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